

Message Text

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FOR OPIC: WILLAIMS FROM MCCALLUM (ADVISE MUELLER OF ABC)

E.O 11652: N/A
TAGS: EFIN, OPIC
SUBJ: AGRIBUSINESS COUNCIL MISSION - EGYPT

REF: CAIRO 6695

1. SUMMARY: TWO AGRIBUSINESS MISSION COMPANIES HAVE ALREADY DEFINED PROJECTS WITH POTENTIAL JOINT VENTURE PARTNERS. TOTAL PROJECT COSTS ARE IN NEIGHBORHOOD OF \$23 - \$25 MILLION. BOTH HAVE INDICATED STRONG INTENTION ACTIVELY PURSUE THESE PROJECT POSSIBILITIES IN IMMEDIATE FUTURE. TWO OTHER COMPANIES ARE STILL CONTINUING THEIR INVESTIGATION.

2. SITE VISITS ESSENTIALLY COMPLETED AND AS A RESULT OF THESE AND CONTINUING CONTACTS WITH POTENTIAL JOINT VENTURE PARTNERS, CAN NOW (MARCH 3) REPORT THAT EXTENT OF INTEREST ON PART OF MISSION COMPANIES IN PROJECT POSSIBILITIES IS AS FOLLOWS (COMPANIES HAVE REQUESTED THAT INFORMATION SET OUT HEREIN BE TREATED AS CONFIDENTIAL BUSINESS INFORMATION WHICH IS BASIS FOR LOU CLASSIFICATION):

- A. SERIOUS INTEREST IN JOINT VENTURE ON PART OF ONE
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- COMPANY IN MILK PROCESSING PROJECT. TOTAL
- PROJECT COST ON ORDER OF \$3 - \$5
- MILLION.

- B. SECOND COMPANY HAS VERY POSITIVE VIEW OF
- SOYBEAN PROCESSING PROJECT. TOTAL PROJECT COST
- ABOUT \$20 MILLION.

- C. FORWARDING OF "LETTERS OF INTENT" BY EACH OF
- THESE COMPANIES A DISTINCT POSSIBILITY IN
- IMMEDIATE FUTURE WITH RETURN VISIT BY EACH
- COMPANY TO FOLLOW SHORTLY THEREAFTER.
- D. FIRST COMPANY ALSO VERY FAVORABLY IMPRESSED BY
- ESSENTIAL OILS AND FOOD FLAVORINGS PROJECTS AND
- INTENDS TO CONTINUE DISCUSSIONS RE A COMMERCIAL
- ASSOCIATION WITH EGYPTIAN FIRM ON NEXT VISIT.
- E. SOME ASPECTS OF EACH PROJECT WILL REQUIRE FURTHER
- INVESTIGATION AND OPIC FEASIBILITY STUDY FUNDS
- WILL LIKELY BE REQUESTED BY EACH OF FOREGOING
- U.S. COMPANIES.

3. THIRD COMPANY EXAMINING POULTRY PROJECT POSSIBILITIES IS CONTINUING DISCUSSIONS WITH TWO SEPARATE GROUPS WHICH ARE POTENTIAL JOINT VENTURE PARTNERS. COMPANY CONCERNED ABOUT INFORMATION THAT A NUMBER OF POULTRY OPERATIONS ARE IN PLANNING STAGE OR EARLY OPERATION AND THIS POTENTIAL COMPETITION REQUIRES FURTHER CHECKING.

4. FOURTH COMPANY IS CONTINUING TO DEVELOP INFO AND DATA ON STARCH AND SWEETENERS PROJECT WHICH IS IN AN INDUSTRY NOW HEAVILY SUBSIDIZED AND CONTROLLED. COMPANY IS MAKING SUBSTANTIAL REVISIONS AND ADJUSTMENTS THEREIN LIMITED OFFICIAL USE

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NECESSARY TO APPRAISE ITS VIABILITY IF PRESENT SUBSIDIES AND CONTROLLED PRICES OF PRODUCTS ARE CHANGED OR REMOVED IN FUTURE.

5. PROBLEM AREAS FOR WHICH SOLUTIONS ARE NEEDED HAVE BEEN SUBSTANTIALLY NARROWED AND A FURTHER MEETING IS PLANNED WITH HEAD OF INVESTMENT AUTHORITY WHICH IT IS HOPED WILL PROVIDE SOLUTIONS.

6. DEBRIEFING SESSION PLANNED FOR ALL U.S. COMPANIES IN NEW YORK ONE DAY DURING WEEK OF MARCH 20 - 24.

7. REQUEST FOR INFORMATION ON BAKERY PRODUCTS RECEIVED. GRASBERG IS DEVELOPING INFORMATION.

8. PLEASE ADVISE MRS. MCCALLUM: MCCALLUM DEPARTING CAIRO MARCH 7 ARRIVES DULLES AT 3:40 P.M. SAME DAY VIA TWA FLIGHT 891 FROM PARIS.

9. GRASBERG AND MERRILL DEPARTING FOR NEW YORK MARCH 8. EXPECT TO BE IN ABC OFFICES MARCH 9 AND

10. EILTS

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